

SPRINGFIELD TECHNICAL COMMUNITY COLLEGE

**ACADEMIC AFFAIRS**

Course Number: ABT-235 Department: Architecture and Building Technology  
Course Title: Real Estate Development Semester: Spring Year: 2017

**COURSE DESCRIPTION:** THIS COURSE EXAMINES THE HISTORY, MAJOR PLAYERS AND STAGES OF THE REAL ESTATE DEVELOPMENT (RED) PROCESS. STUDENTS WILL STUDY AND DISCUSS THE ROLES OF PRIVATE PARTNERSHIPS, FINANCIAL INSTITUTIONS, AND GOVERNMENTAL AGENCIES IN THE RED PROCESS.

TOPICS WILL INCLUDE IDEA INCEPTION AND REFINEMENT, MARKET RESEARCH AND FEASIBILITY STUDIES, CONTRACT NEGOTIATION AND FORMAL COMMITMENTS, THE CONSTRUCTION PROCESS, AND PROPERTY ASSET AND PORTFOLIO MANAGEMENT.

**PRE-REQUISITES:**

ABT-220 SUSTAINABILITY AND THE BUILT ENVIRONMENT  
ABT-222 INTRODUCTION TO COMMUNITY PLANNING

Course Objective	Competencies
<p>1. Students will be made aware of Real Estate Development (RED) as a process with defined stages</p> <p>2. Students will expand their awareness of the developers many roles.</p> <p>3. Students will be made aware of the value of market research and feasibility studies.</p> <p>4. Students will be made aware of the importance of the partnerships that are required for a successful development project.</p> <p>5. Students will be introduced to a variety of disciplines and major degree study programs that help shape the role of REDs.</p> <p>6. Students will enhance critical thinking, decision making and problem solving skills.</p>	<p>1. Students will demonstrate an understanding of RED from reading assignments and classroom discussions.</p> <p>2. Students will consider the RED process from a variety of perspectives including: developer, designer, contractor, financial institutions and governmental agencies.</p> <p>1. Students will consider and discuss the process of idea inception and idea refinement.</p> <p>2. Students will consider and discuss the process of contract negotiation and formal commitment.</p> <p>1. Students will discuss the importance of demographics and a market based needs assessment.</p> <p>2. Students will discuss how market cycles can impact the timing and success of a project.</p> <p>1. Students will discuss the roles of the contractor and project manager.</p> <p>2. Students will discuss the roles of architectural designers and civil engineers in the development process.</p> <p>1. Students will have discussions with guest speakers from other educational/degree granting institutions.</p> <p>2. Students will meet and discuss opportunities for future employment with local business leaders.</p> <p>3. Students will make site visits to locations that are involved with the RED process.</p> <p>1. Students will conduct scholarly research using a variety of sources.</p> <p>2. Students will synthesize their research with written and oral presentations.</p> <p>3. Students will use problem solving skills by working with</p>